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Oklahoma Insurance Commissioner

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Annuity Training Clarification January 2012

Oklahoma Administrative Code 365:25-3-21 establishes a training requirement for licensed resident and non-resident producers, who desire to sell, solicit or negotiate the sale of annuities. The training requirement is a one time, four (4) hour annuity course. Topics must include, but are not limited to: (1) the types of annuities and various classifications of annuities; (2) identification of the parties to an annuity; (3) how fixed, variable and indexed annuity contract provisions affect consumers; (4) the application of income taxation of qualified and non-qualified annuities; (5) the primary uses of annuities; and (6) appropriate sales practices, replacement and disclosure requirements.

Resident and non-resident producers may rely on insurer-provided, product-specific standards and materials to comply with the four (4) hour training requirement but Oklahoma does not require insurer-provided, product specific training in addition to the four (4) hour annuity training requirement.

The requirement is a **training** requirement and not a continuing education requirement. Therefore, continuing education credits are not required, only completion of the course. However, if credits are ordered, they may be used as part of the producer's required continuing education hours. A producer will be able to find courses approved for this category, "annuity," by going to: www.statebasedsystems.com; selecting "Oklahoma" in the State Services section, clicking on "Course Lookup with Offerings", selecting "Annuity" in the Course Categories section, and clicking the "Search" button at the bottom of the screen.

Additionally, the rule requires insurance carriers offering such products to ensure their producers are able to verify completion of the required training. While responsibility for verification of training lies with the insurance carrier, individual producers are ultimately responsible to complete the training in accordance with the rule.

Resident and non-resident producers who have satisfied an annuity training requirement in another state with substantially similar provisions as the Oklahoma rule will be deemed to satisfy the Oklahoma training requirement.

Questions applicable to this notice should be directed to Erin Wainner, Education Coordinator; Erin.Wainner@oid.ok.gov or to Denise Engle, CPCU, CPIW, AIC, Deputy Commissioner of Workers' Compensation; Denise.Engle@oid.ok.gov.